- 18 through capability that maybe are not present with RMI?
- 19 A. No, I am not anticipating that there are
- 20 problems with it, but I am not anticipating that it's
- 21 going to come in, be turned up, and work perfectly, until
- 22 I see some evidence that everybody in the industry is
- 23 aligned and we are moving forward. And we are not there
- 24 yet.
- Q. So as far as it's fair to say, you don't know?
- 1 A. Yes.
- 2 Q. Do you have an estimate as to when EDI will be
- 3 implemented?
- 4 A. No, I don't. There's other people who are paid
- 5 to do that stuff.
- 6 Q. Also, EDI is the data format which would then be
- 7 sent along either NDM, or what is termed on the -- I am
- 8 going to list off a few things, Gateway, electronic
- 9 bonding, or application to application, are those last
- 10 terms all synonymous?
- 11 A. I would say that the terms have a high degree of
- 12 synonymy to them, if that's a word. Is that a word?
- 13 MR. PUDDY: I don't know.
- 14 THE WITNESS: Gateway, EDI, and electronic
- 15 bonding, I think, are interchangeable.
- 16 MR. HARRIS: Q. Gateway and EDI are
- 17 interchangeable?
- 18 A. Generically, as to how they are used within
- 19 Pacific Bell.
- 20 Q. Okay. So if I ask you when will the Gateway be

- 21 available, you would say the same answer you provided to
- 22 me when I asked when EDI will be available?
- 23 A. Yes.
- 24 Q. Would an estimate of August 1997 be realistic,
- 25 or do you have no opinion?

- 1 A. That is one of the planning dates that I have
- 2 heard, yes.
- 3 Q. Is that an ambitious estimate?
- 4 A. I don't know. I don't do systems development in
- 5 this particular job so I really couldn't tell you.
- 6 Q. In the development of the Gateway, will Pac Bell
- 7 need to work closely with the CLEC's?
- 8 -A. Yes.
- 9 Q. And would Pacific Bell be receptive to a CLEC
- 10 like Brooks offering to begin testing as soon as possible
- 11 in the development of the Gateway?
- 12 MR. KOLTO-WININGER: Object to lacking
- 13 foundation. But go ahead and answer.
- 14 THE WITNESS: I am not the right person to ask
- 15 that question. I would ask the systems development
- 16 department for that.
- MR. HARRIS: Q. With regard to the 5/31/97
- 18 release, you had mentioned previously that the
- 19 flow-through capability is largely responsible for the
- 20 anticipated crossover date of October 27; is that correct?
- 21 A. I said it's an important part of that. I didn't
- 22 say it was largely responsible for it.

- 23 Q. Fair enough. And you mentioned that noncomplex
- 24 services will have a flow-through capability at that time
- 25 or at the May 31st release; is that correct? 0176
- 1 A. That's correct.
- 2 Q. How would you define noncomplex services?
- 3 A. It's defined by the actual product set that's on
- 4 the customers service line, so examples of complex
- 5 products would be Centrex, ISDN, hunting. Those would be
- 6 probably the three most predominant that I can think of
- 7 that you could probably associate with.
- 8 Q. As complex?
- 9 A. Yes.
- 10 Q. So at this time, if I understand correctly from
- 11 one of the data requests responses, PBSM or Pac Bell
- 12 service manager is used to provide access to the CLEC's,
- 13 to information on ISDN and Centrex; is that correct?
- 14 A. It provides some information, yes.
- 15 Q. The PBSM will not have the flow-through
- 16 capability as of May 31st; is that correct?
- 17 A. That is correct.
- 18 Q. However, the RMI will have flow-through
- 19 capability; is that correct?
- 20 A. For noncomplex products and services.
- 21 Q. Right. Thank you. With regard to parity, you
- 22 had stated, rather poetically, you said issues of parity
- 23 make up the fabric of our everyday discussions, referring
- 24 to your conversations with other people at Pacific Bell.
- 25 In that context, how do you define parity?

- 1 MR. KOLTO-WININGER: I am objecting to the
- 2 extent it calls for a legal conclusion. You go ahead and
- 3 give your understanding.
- 4 THE WITNESS: Parity is defined in our
- 5 contracts, and I define it by the verbiage in the
- 6 contract, that's probably a paragraph long, that I don't
- 7 believe I can restate here.
- 8 MR. HARRIS: Q. Perhaps you can give the gist
- 9 or paraphrase it.
- 10 A. From a pragmatic implementation perspective, no
- 11 CLC receives services or capabilities that are any worse
- 12 or better than what we provide to our retail customers in
- 13 our retail segment.
- 14 Q. Does that also encompass the ordering and
- 15 pre-ordering process?
- 16 A. Yes.
- 17 Q. Do the CLEC's have parity with Pacific Bell
- 18 today?
- 19 A. No.
- Q. Will they, after the May 31st release?
- 21 MR. KOLTO-WININGER: Objection to the extent it
- 22 calls for a legal conclusion, but go ahead and give your
- 23 answer.
- THE WITNESS: I don't know the answer to that.
- 25 There are so many areas and so many different 0178
- 1 interpretations as to what has to be in parity, that
- 2 without going through kind of a line-by-line assessment of

- 3 that, I don't know that I'd give you an absolute answer
- 4 one way or another. There's pre-ordering issues, there's
- 5 ordering issues, how I define it versus how you define it.
- 6 MR. HARRIS: Q. Let's limit it to the context
- 7 of ordering. In the ordering for ISDN services, there is
- 8 parity within Pacific Bell's retail and the resale
- 9 portions?
- 10 MR. KOLTO-WININGER: Same objection. Go ahead.
- MR. HARRIS: Q. And this is after the May 31st
- 12 release.
- 13 A. Yes, there could be.
- 14 Q. And this is in light of your previous statement,
- 15 that there will be no flow-through capability for ISDN
- 16 ordering at the time of the May 31st release?
- 17 A. I understand -- ISDN does not flow through in
- 18 our retail business today.
- 19 Q. Does Centrex?
- 20 A. No, it does not.
- 21 Q. Do any services covered -- excuse me, sent
- 22 through the PBSM format have flow-through capability to
- 23 Pacific Bell's retail services?
- 24 A. The two that I'm familiar with are Centrex and
- 25 ISDN. I don't know if there's another product and certain
- 1 services sent through PBSN that I am not aware of -- that
- 2 I am unaware of.
- 3 Q. If I recall, you also testified that examples of
- 4 complex services, which will not have flow-through
- 5 capability after the May 31st release, will be hunting; is

- 6 that correct?
- 7 A. That's correct.
- 8 Q. Does Pacific Bell, on its retail side, have
- 9 flow-through capability on that feature?
- 10 A. Some less complex hunt groups flow through but
- 11 in the definition of parity, the question would be, could
- 12 we provision a hunting service as quickly as we provision
- 13 it within other core business or retail business.
- 14 Q. My question dealt with whether there was
- 15 flow-through capability specifically, not the time period.
- 16 So is my understanding correct, that some hunting group
- 17 features on Pacific Bell's retail side would have
- 18 flow-through capability?
- 19 A. That's correct.
- 20 Q. Whereas, all hunting group features for resale
- 21 do not have flow-through capability?
- 22 A. That is correct, but as you define -- as we got
- 23 into a discussion of parity earlier, that does not
- 24 necessarily mean that they are not in parity.
- 25 Q. That's correct. Would you agree that without 0180
- 1 flow-through capability there is a need for human
- 2 intervention in the ordering process, on behalf of Pacific
- 3 Bell?
- 4 A. Yes.
- 5 Q. On the part of Pacific Bell, excuse me?
- 6 A. Yes.
- 7 Q. And with the increased need for human

- 8 intervention, is there not also increased potential for
- 9 human error?
- 10 A. As compared to?
- 11 Q. Automated flow-through capability where no human
- 12 intervention is required.
- 13 A. By general practice, I would say that a
- 14 generalization of machine-to-machine is less error prone
- 15 than human-to-machine.
- 16 Q. I have just a few clean-up questions that will
- 17 probably take a very short period of time.
- 18 I believe you stated that you began your
- 19 position as vice president of resale operations on or
- 20 about January 16th, 1997?
- 21 A. That's correct.
- 22 Q. Do you know the date when Jerry Sinn ended his
- 23 responsibilities for the resale portion of the LISC?
- 24 A. From a straight perspective, January 15th, 1997.
- Q. So there was a clean cutover, no overlap? 0181
 - I A. In terms of how we do organizational
- 2 announcements, yes. Did Jerry suddenly say, you are on
- 3 your own, buddy, and we didn't collaborate and work
- 4 through things, no.
- 5 Q. Also, I believe you stated that Leslie Wood is
- 6 responsible for the 2.5 and 2.0 releases of RMI; is that
- 7 correct?
- 8 A. I stated that she was responsible for developing
- 9 the user requirements for RMI-1.5 and 3.0.
- 10 Q. Thank you for the clarification. Were there

- 11 dates associated with those releases, 1.5 and 3.0, that
- 12 you could identify?
- 13 A. The one point -- the RMI-1.5 release was
- 14 commonly known as the March release, and the date in March
- 15 had been assumed to be during the first week of March,
- 16 originally. I can't recall the exact date. And the 3.0
- 17 release is normally referred to as the May release or May
- 18 31st.
- 19 Q. Also, prior to accepting the position as VP,
- 20 resale operations, you said you were executive director of
- 21 systems development and customer service; is that correct?
- 22 A. That's correct.
- 23 Q. Did you have any responsibilities in the
- 24 provisioning of ISDN in that capacity?
- A. We did planning work on provisioning of ISDN 0182
- l services on the hybrid-fiber CLEC's network.
- Q. I don't understand what you mean by planning.
- 3 Could you please explain?
- 4 A. We do not currently commercially sell ISDN
- 5 services on the HFC network, but we were in the planning
- 6 mode of doing the development to be able to do that.
- 7 Q. Did you have any customer service issues related
- 8 to ISDN services offered by Pacific Bell?
- 9 A. I don't know how to answer that question, it's a
- 10 little vague. Can I say that?
- 11 Q. Sure. You know what? I can move along on that
- 12 one, so don't worry about it.

- 13 You mentioned also that, I believe, the first
- 14 week of your new position in January this year, you met
- 15 with several individuals, your subordinates, in part to
- 16 get up to speed on what was happening in the resale LISC;
- 17 is that correct?
- 18 A. I think I said the first week-and-a-half and
- 19 indicated that one of the meetings probably took place
- 20 after that week-and-a-half, but yes, I met with them to
- 21 get up to speed.
- 22 Q. Did you take notes during those meetings?
- 23 A. Only what I would normally take in my little
- 24 spiral notebook.
- 25 Q. So those are gone?
- 0183
- 1 A. Yes, those are gone.
- 2 Q. At any time, did you request any of your
- 3 subordinates to write you a memo explaining what sort of
- 4 issues were being presented at the LISC, in an effort to
- 5 help bring you up to speed as quickly as possible?
- 6 A. I don't find written interchange to be the most
- 7 effective way to get a large amount of information
- 8 quickly, which is the mode I am in. I have had memos
- 9 written to me, but I have not requested anybody to write
- 10 me a memo describing the state of affairs in the LISC.
- 11 Q. And which specific memos do you recall having
- 12 been written to you?
- 13 A. As I mentioned to you, I get probably five to
- 14 six customer escalations or issues a week that I require
- 15 written feedback on from folks, in order to respond to

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1	v	·	11036

- 17 Q. Anything specific to the systems employed by the
- 18 LISC rather than individual complaints?
- 19 A. No. I would -- the realm of my responsibility
- 20 on the systems side would be implementation of what we
- 21 receive from the technology services group. The internal
- 22 communications and the development of systems would be
- 23 largely within the systems development community.
- MR. HARRIS: I don't have anything further.
- 25 MR. PUDDY: It's 25 to 5:00. We are not going 0184
- 1 to be able to finish today. Rather than picking this up
- 2 and dropping it again with my questioning, I would suggest
- 3 that the parties get a jump start on the traffic and we
- 4 begin at 1:00 o'clock on the 16th.
- 5 MR. KOLTO-WININGER: My preference would be to
- 6 use the time and to use it up now, and I guess if you are
- 7 fine with that --
- 8 THE REPORTER: I need to take a break.
- 9 MR. KOLTO-WININGER: Okay.
- 10 (Recess taken.)

- 12 FURTHER EXAMINATION BY MR. PUDDY
- MR. PUDDY: Q. Take a look at Exhibit 4. For
- 14 the record, Exhibit 4 is a December 4, 1996, copy of a
- 15 letter from Jerry Sinn to Mary Ann Collier. Have you seen
- 16 that before?
- 17 A. No.

- 18 Q. Did you learn through any source that, as of
- 19 early December 1996, LISC capacity was approximately 400
- 20 orders per day but that Pacific was projecting that it
- 21 would achieve a capacity of 2000 orders per day by the end
- 22 of January 1997?
- 23 A. I think it's a two-part question. I mentioned
- 24 earlier that I was aware that there was a 2000 orders per
- 25 day bogee at the end of January, shortly after my arrival.
- 1 I probably had data that came across my desk where I could
- 2 have figured out that it was 400, but I don't know that
- 3 that specifically sticks in my mind.
- 4 Q. In your discussions with Mr. Sinn, did you have
- 5 any discussions concerning the reasons that Pacific did
- 6 Pacific meet its goal of establishing a capacity of 2000
- 7 orders per day by the end of January 1997?
- 8 A. Based on the data I have available to me, no.
- 9 Q. Had you had any discussions with Mr. Sinn or
- 10 anyone wherein you were advised of the reasons for
- 11 Pacific's failure to achieve that goal?
- 12 A. I believe the answer to that is yes, yes.
- 13 Q. What were the reasons?
- 14 A. I believe one of the majors reasons was, as we
- 15 went and built, got experience in developing the
- 16 processes, working through the issues, one of the major
- 17 assumptions that was incorrect was the processing time per
- 18 order, that we had assumptions on what that was going to
- 19 look like, that were more or less than were actually
- 20 occurring in the operating environment. That was a major

- 21 one that I remember us specifically discussing.
- 22 O. What presumptions concerning operational time
- 23 per order were used in generating the prediction that
- 24 Pacific could achieve a 2000 order per day capacity by the
- 25 end of January 1997?

- 1 MR. KOLTO-WININGER: If you know.
- 2 THE WITNESS: I don't know what the specific
- 3 number was, nor have I reviewed the model.
- 4 MR. PUDDY: Q. In terms of your discussions
- 5 with Mr. Sinn about the discrepancy between -- withdraw
- 6 that. My note taking once again fell behind.
- 7 The principal discrepancy was the operational
- 8 what?
 - 9 A. The principal discrepancy was the amount of time
- 10 it took to process a particular order type.
- 11 Q. And what were the two ends of that discrepancy?
- 12 What was the presumption and what was the actual?
- 13 A. I don't know what his presumption was when he
- 14 made the estimate. I can tell you that our actual time,
- 15 during the January time frame, was running, for this
- 16 particular order type, about 75 minutes.
- 17 Q. And Mr. Sinn didn't indicate to you the degree
- 18 by which he was off, in terms of his projection as opposed
- 19 to the actual?
- 20 A. I don't precisely remember him stating that. I
- 21 remember the order of magnitude may have been in the area
- 22 of about two times.

- 23 Q. Which was to say it was taking about twice as
- 24 long as he thought?
- 25 A. That's correct.

- 1 Q. Take a look at Exhibit No. 6, please. We
- 2 referenced this earlier today.
- This is the December 13, 1996, letter from
- 4 Thomas Moulton to Reed Hundt. Have you seen this letter
- 5 before?
- 6 A. Yes.
- 7 Q. In this December 13 letter, Pacific communicated
- 8 to Reed Hundt, chairman of the FCC, with carbon copies to
- 9 Commissioner Chong, Ness, Quello and others that --
- 10 MR. KOLTO-WININGER: Do you have any real
- 11 questions here?
- 12 MR. PUDDY: Q. -- Pacific anticipated achieving
- 13 a capacity of 4000 orders a day by the end of January
- 14 1997. Did you have any discussions with anyone concerning
- 15 the changes in the model or employee assumptions, or
- 16 whatever, in the intervening week between this letter and
- 17 the last letter, that caused Pacific's projection of its
- 18 capacity as of end of January 1997 to double?
- 19 MR. KOLTO-WININGER: Objection. Lacks
- 20 foundation, but if you know.
- 21 THE WITNESS: No. The discussion that I just
- 22 recounted to you in your previous question was the general
- 23 discussion we had on capacity that was relevant to both
- 24 situations.
- MR. PUDDY: Q. Have you learned from any source

- 1 of any input into the model for capacity projection that
- 2 could have caused Pacific to achieve a projection of twice
- 3 its former projection?
- 4 MR. KOLTO-WININGER: Objection. Lacks
- 5 foundation.
- THE WITNESS: I don't know what was in the
- 7 model. I'm sorry.
- 8 MR. KOLTO-WININGER: Go ahead.
- 9 THE WITNESS: I don't know. I don't know what
- 10 was in the model.
- 11 MR. PUDDY: How could it possibly lack
- 12 foundation if I am asking if he has any information?
- 13 MR. KOLTO-WININGER: I made my objection.
- 14 MR. PUDDY: And my complaint is that --
- 15 MR. KOLTO-WININGER: I am going to adjourn the
- 16 deposition if you pursue this line.
- 17 MR. PUDDY: If I complain that you are
- 18 interfering with my discovery?
- 19 MR. KOLTO-WININGER: I am going to adjourn the
- 20 deposition. Obviously, you don't have any line to follow
- 21 up here. You are trying to fish for questions to ask and
- 22 so I am going to adjourn the deposition.
- 23 MR. PUDDY: I have a line of questioning to
- 24 follow.
- 25 MR. KOLTO-WININGER: You are asking about 0189
- 1 documents that he has no idea what the underlying
- 2 assumptions are, and you are trying to string along the

- 3 deposition so that you can get to another day. Ask your
- 4 question.
- 5 MR. PUDDY: No, no, no, no.
- 6 It's 10 to 5:00. In light of the tone of the
- 7 conversation, and the fact that I am tired, I am going to
- 8 adjourn the deposition.
- 9 MR. KOLTO-WININGER: We are ready to keep going.
- 10 If you don't want to use this time, then that's it. The
- 11 deposition is over.
- 12 MR. PUDDY: Q. Exhibit No. 8 is a copy of
- 13 Pacific Bell's response to MCI's first set of data
- 14 requests. I have provided a copy to the witness.
- 15 Did you participate in the preparation of the
- 16 answers to any of the requests in these responses?
- 17 A. Excuse me for being vague in my answer. I
- 18 probably did, but there have been so many data requests,
- 19 to be honest with you, I don't know precisely which
- 20 questions.
- 21 Q. Could you take a look through them, please, and
- 22 see if you can identify which of the requests you may have
- 23 provided responses to? There are several.
- A. Maybe could I ask if there are particular ones
- 25 that you are interested in that I can answer for you? 0190
- Q. I have questions about a number of them, and I
- 2 will have to go through them seriatim to identify the ones
- 3 that -- take your time. We have 10 minutes.
- 4 MR. KOLTO-WININGER: There are 135 data
- 5 requests, so it's overly broad and burdensome. If you

- 6 have questions about particular ones, why don't you ask
- 7 the witness.
- 8 While you look through the document, I would
- 9 suggest that if you have other questions that you go ahead
- 10 and ask those questions now, because I am going to object
- 11 to the resumption of the deposition.
- MR. PUDDY: Counsel, you object that I don't
- 13 have an established train of thought. In response to the
- 14 request of co-counsel on this side of the case, I
- 15 interrupted my questioning a couple of hours ago.
- 16 It's the end of the day. I'm tired, and to walk
- 17 back in is difficult. In terms of going back to where I
- 18 was two hours ago and re-establishing my train of thought,
- 19 is not something that I can accomplish.
- 20 MR. KOLTO-WININGER: I am not sure that it was
- 21 done for our benefit. First of all, I believe it was done
- 22 for our adversary's benefit, and in that regard, I don't
- 23 think it's to Mr. Stankey's benefit to have to take
- 24 another day off work to come back for deposition.
- Do you have general areas of questioning that 0191
- 1 you still want to cover, that you know the subject matter?
- 2 Are there any particular areas you can identify that you
- 3 haven't covered with this witness?
- 4 MR. PUDDY: Counsel, I am too tired for this. I
- 5 am afraid that we are just going to get in a big fight
- 6 here and it's just not worth it.
- 7 Mr. Stankey, it's been a pleasure meeting you.

```
8 I look forward to seeing you again next Wednesday, and
9 let's stop that exercise.
10
         THE WITNESS: You want that back?
11
         MR. PUDDY: I will endeavor to focus my
12 questioning on specific interrogatories in advance when we
13 get together next Wednesday.
14
         THE WITNESS: Okay.
15
16
            (Whereupon, the proceedings were adjourned
17 at 4:56 p.m.)
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19
                --- 000 ---
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0192
             CERTIFICATE OF WITNESS
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 5
         I, the undersigned, declare under penalty of
 6 perjury that I have read the foregoing transcript, and I
 7 have made any corrections, additions, or deletions that I
```

8 was desirous of making; that the foregoing is a true and

9 correct transcript of my testimony contained therein.

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EXECUTED this
11
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12 19
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                JOHN T. STANKEY
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0193
 2 STATE OF CALIFORNIA
 3
                  )
      I, SANDRA L. CARRANZA, the undersigned, a Certified
 5 Shorthand Reporter of the State of California, hereby
 6 certify that the witness in the foregoing deposition was
 7 by me duly sworn to testify to the truth, the whole truth,
  8 and nothing but the truth in the within-entitled cause;
 9 that said deposition was taken at the time and place
 10 therein stated; that the testimony of said witness was
 11 reported by me, a Certified Shorthand Reporter, and a
 12 disinterested person, and was thereafter transcribed under
```

- 13 my direction into typewriting; that the foregoing is a
- 14 full, complete, and true record of said testimony.
- 15 I further certify that I am not of counsel or
- 16 attorney for either or any of the parties in the foregoing
- 17 deposition and caption named, or in any way interested in
- 18 the outcome of the cause named in said caption.
- 19 IN WITNESS WHEREOF, I have hereunto set my hand this
- 20 day of , 1997.
- 21
- SANDRA L. CARRANZA
 22 Certified Shorthand Reporter
- Registered Professional Reporter
- 23
- 24
- 25
- 0194 1
 - CHAMBERLIN & ASSOCIATES
- Certified Shorthand Reporters
- Two Embarcadero Center, Suite 1710
 San Francisco, California 94111
- 3

4/14/97

4

TO: JOHN T. STANKEY

- 5 PILLSBURY, MADISON & SUTRO c/o ED KOLTO-WININGER, ATTORNEY AT LAW
- 6 235 Montgomery Street San Francisco, California 94104

7

RE: MCI TELECOMMUNICATIONS CORPORATION vs. PACIFIC

- 8 BELL AND PACIFIC BELL COMMUNICATIONS
 - Date of Deposition: April 8, 1997, Vol. I
- 9 Reported By: SANDRA L. CARRANZA, CSR 7062

10 JOHN T. STANKEY:

- 11 The original transcript of your deposition taken in the above-entitled action has been prepared and is
- 12 available at this office for your reading, correcting, and signing.

13

You may wish to discuss this matter with your 14 attorney to determine if counsel requires that the

original transcript of your deposition be read, corrected,

15 and signed by you before it is sealed.

16 Your rights regarding signature of this deposition are contained in the California Code of Civil Procedure.

Unless otherwise directed, your original deposition 18 transcript will be sealed after 35 days from today's date.

19 If you wish to make arrangements to review the original transcript of your deposition, please contact
20 this office during office hours, 9:00 to 5:00 Monday through Friday, to make an appointment to review the
21 original transcript.

22 Sincerely,

23 SANDRA L. CARRANZA Certified Shorthand Reporter

24 Registered Professional Reporter

25 cc: All Counsel

)

BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF GEORGIA

In the matter of:)
Inc.'s Entry into	BellSouth Telecommunications, InterLATA Services Pursuant e Telecommunications Act of 1990)) DOCKET) NO. 6863-U 6)

PREFILED DIRECT TESTIMONY OF
JULIA STROW
ON BEHALF OF INTERMEDIA COMMUNICATIONS INC.
FEBRUARY 13, 1997

Counsel for Intermedia Communications Inc.:

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DC01/SORIE/35356.41

1 2		BEFORE THE GEORGIA PUBLIC SERVICE COMMISSION OF THE STATE OF GEORGIA
3 4 5		DIRECT TESTIMONY OF JULIA STROW
6 7 8 9		DOCKET NO. 68-63-U FEBRUARY 13, 1997
10 11 12	Q:	PLEASE STATE YOUR NAME, EMPLOYER, POSITION, AND BUSINESS ADDRESS.
13		
14	A:	My name is Julia Strow. I am employed by Intermedia
15		Communications Inc. ("Intermedia") as Director, Strategic
16		Planning and Regulatory Policy. My business address is 3625
17		Queen Palm Drive, Tampa, Florida 33619.
18		
19	Q:	WHAT ARE YOUR RESPONSIBILITIES IN THAT POSITION?
20		
21	A:	I am the primary interface between Intermedia and the
22		incumbent local exchange CARRIERS ("ILECs"). In that
23		capacity, I am involved in interconnection negotiations and
24		arbitrations between Intermedia and the ILECs. I also
25		participate generally in strategic planning and the setting
26		of Intermedia's regulatory policy.
27		
28 29	Q:	PLEASE DESCRIBE YOUR EDUCATIONAL BACKGROUND AND PROFESSIONAL EXPERIENCE.
30		
31	A:	I graduated from University of Texas in 1981 with a B.S. in
32		Communications. I joined BellSouth in 1983 as a Sales
33		Account Executive responsible for major market accounts. I

1	subsequently held various positions in BellSouth's Marketing
2	Department, with responsibilities for Billing and Collection
3	and Toll Fraud Services. In 1987, I was promoted to Product
4	Manager for Billing Analysis Services, with responsibility
5	for the development and management of BellSouth's toll fraud
6	detection and deterrence products. In 1988, I was promoted
7	into the BellSouth Federal Regulatory organization. During
8	my tenure there, I had responsibility for regulatory policy
9	development for various issues associated with Billing and
LO	Collection Services, Access Services and Interconnection.
L1	In 1991 and due to a restructuring of the Regulatory
L2	organization, my role was expanded to include development of
L3	state and federal policy for the issues I mentioned above.
L4	During my last two years in that organization, I supported
L5	regulatory policy development for local competition,
rė	interconnection, unbundling, and resale issues for
17	BellSouth. I joined Intermedia in April 1996 as Director of
18	Strategic Planning and Regulatory Policy.

INTRODUCTION

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22 Q: WHAT IS THE PURPOSE OF YOUR TESTIMONY TODAY?

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24 A: The purpose of my testimony today is to provide the Georgia
25 Public Service Commission (the "Commission") with
26 information concerning the status of local competition in
27 the state of Georgia. I understand that the Commission
28 seeks comments and information to form an evidentiary basis